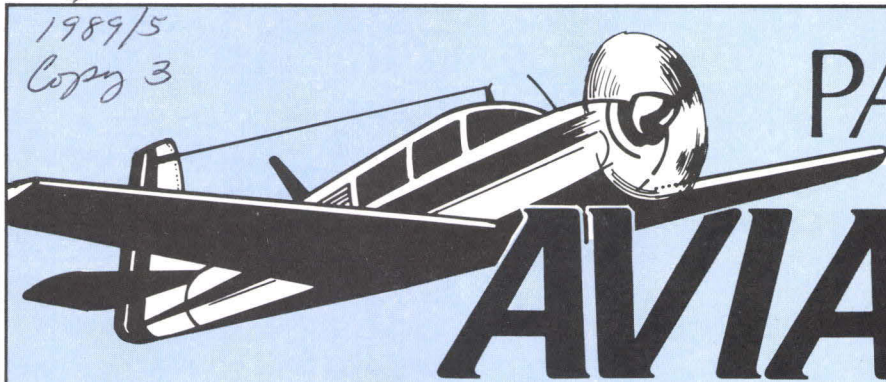


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# PALMETTO AVIATION

Volume 41, Number 5

Published by the S.C. Aeronautics Commission

May, 1989

## Aviation Safety Seminars and Insurance Rates

*Does Attendance of Safety Seminars Affect Insurance Rates?*

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A professional opinion  
By Stuart Hope, Jr.

In March, a safety seminar sponsored by the Aeronautics Commission was held in Columbia for the benefit of FBO's and line service staff. The seminar focused primarily on professional line service training covering fueling procedures for piston/turbo-prop/jet aircraft, towing operations and fuel farm management.

Will attending one of these seminars have a favorable influence on your insurance rates? Absolutely. Aviation insurance is open rated which means your insurance broker must negotiate each individual risk with the insur-

ance company's underwriter to obtain the most favorable terms for his client.

To secure the lowest terms, he must convince the insurance company underwriter, that your account deserves it. How does he go about doing this? By painting the best possible picture of your account. You must supply the needed ammunition.

Pretend for a moment you are an insurance company underwriter who is considering two separate FBOs for quotation. The first FBO has had a persistent problem with hangar rash claims and does not attend any safety seminars. The second FBO has had the same problem but has recently started send-

ing its line personnel to safety seminars covering towing operations. Which FBO will get the better quote? How about two FBOs that are both loss free; one attends safety seminars, the other does not.

Another important area an underwriter examines when reviewing a risk for quotation is the FBO's loss history. Obviously, the fewer the losses, the more favorable the underwriter's impression of the account and therefore the better premium rate he is likely to give. If sending your line personnel to a safety seminar saves you from having one serious loss, then in my judgment, it was certainly time and money well spent with respect to

*See Insurance Rates, Page 6*

### Start Planning Now for SC Airports Conference

It's time again to plan on attending the South Carolina Airports Conference.

The 1989 Airports Conference is slated for November 14 through November 17 at the Radisson Resort Hotel at Kingston Plantation, Myrtle Beach, South Carolina, and includes opportunities for you to meet with South Carolina airport managers, aviators, S.C. Aeronautics staff and key FAA Southern Region staff, during the four-day conference.

As you know, Myrtle Beach is known not only for  
*See 1989 S.C. Airports Conference, Page 6*



The S.C. Aeronautics Commission has some new aviators, three baby birds which were hatched in the shrubbery beside the commission's offices.





**PALMETTO AVIATION** is an official publication of the South Carolina Aeronautics Commission. It is designed to inform members of the aviation community, and others interested in aviation, of local developments in aviation and aviation facilities, and to keep readers abreast of national and international trends in aviation.

The Aeronautics Commission is a state agency created in 1935 by the South Carolina General Assembly to foster and promote air commerce in the state.

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## Good Neighbors, Good Airports

Columbia Owens Downtown Airport is trying to be a better neighbor, said Jim Hamilton manager of the airport. Pilots are being directed to arrive and depart using new routes which should reduce the amount of traffic over residential areas.

The Richland County Airport Commission has recommended pilots fly over the Shop Road-Bluff Road industrial area south of Columbia, according to Hamilton.

"We are now educating pilots, neighbors and users as to how it works," he added. The new Noise Abatement Procedures are as follows: •Do not cross the Congaree River, within five miles (north or south) of the airport, or climb to 2000 ft. MSL prior to establishing two-way radio communication with Columbia approach control

on 124.9 (ARSA procedures).

•Avoid overflying the University of South Carolina Stadium during takeoff and landing.

•Columbia Owens Downtown Unicom is 122.8.

•REIL (strobe) and runway lights are pilot activated on frequency 122.8: 7 clicks turns on REIL and runway lights; 5 clicks turns on runway lights only (Medium); 3 clicks turns off REIL and sets runway lights to low intensity. (Once activated, lights remain on for 15 minutes.)

•In order to prevent overcrowding in the traffic pattern, no more than four aircraft should be using the traffic pattern at the same time to practice continued takeoffs and landings. (There are satellite airports available during periods of high activity.)

## Atlanta ADO Adds Staff Member

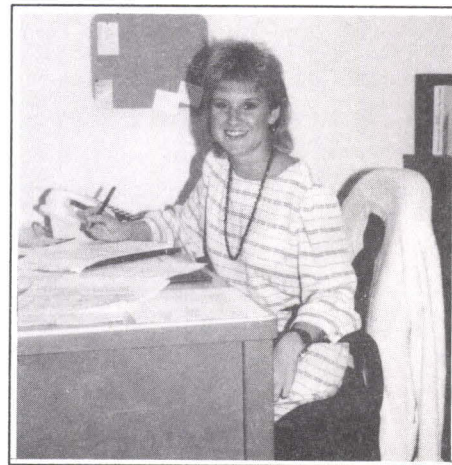
The FAA's Atlanta Airports District Office has announced an addition to their staff.

Sharon L. Carter will be assuming the planning/programming responsibilities for South Carolina. She will be reviewing airport layout plans, master plans and airport pre-applications.

Ms. Carter is a graduate of Georgia Institute of Technology with a Bachelors in Civil Engineering.

She has been with the FAA for two years and is looking forward to her challenging responsibilities for the South Carolina assignment.

"I've enjoyed working with the FAA, and I'm excited to be involved with the people of South Carolina and looking forward to challenges these new duties will



**Sharon L. Carter**

bring."

Prior to her employment with the FAA, Carter was an aviation consultant.

She replaces Robert (Rusty) Chapman who has assumed other duties with the FAA.

South Carolina Aeronautics Commission Offices are at Columbia Metropolitan Airport. Mailing Address: Post Office Drawer 280068, Columbia, South Carolina, 29228. Phone: (803) 739-5400.



# Southeastern Aeronca Fly-In Headed for Woodward Field

Planning your vacation to include at least one air show or fly-in is a necessity if your love is aviation.

One fly-in you won't want to miss is the first Southeastern National Aeronca Fly-In in Camden, June 16-18.

Xen Motsinger, co-chairman of the Southeastern Aeronca Fly-In, said they are expecting between 50 and 75 Aeroncas and may have at least 200 other aircraft. "But we'll be tickled to death if we have 50 Aeroncas there," said an excited Motsinger.

For those who don't know, Aeronca airplanes were built beginning in 1946 with the majority of them built between 1946 and 1947. "In fact, about 10,000 Aeroncas were built in those two years," said Motsinger an avid Aeronca owner and historian.

"The National Aeronca Association has a fly-in every two years in Middletown, Ohio where the factory is. This year they're trying to have regional fly-ins in California, Augusta, Kansas, and one here in Camden for the Southeast," added Motsinger.

He said the fascination for Aeroncas is simple, those people who soloed in them want to recapture those feelings.

"The nostalgia part of flying the

airplane...people who have soloed in it, have a great desire to fly it again. They have an affection for it...that's part of the desirability," said Motsinger.

"Also, the Aeronca and the Piper J3 are just like Ford and Chevrolet," quipped Motsinger. "The Aeronca is soloed from the front seat and the J3 is soloed from the rear seat. It's also faster than the J3."

At the Southeastern Fly-In, awards and trophies will be given out by the National Association: an award for the Best Champ 7-AC, a trophy for the Best Aeronca Chief 11AC and an award for the Grand Champion.

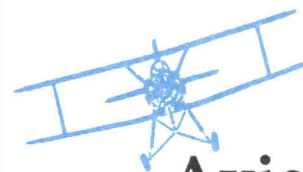
On Friday, June 16, there will be a barbecue from 6-8 p.m. On Saturday evening an Awards Banquet will be held and on Sunday morning they'll have a special Breakfast Club meeting, with breakfast beginning at 9 a.m.

Although there is no admission charge, aircraft must pay a \$10 registration fee which goes toward the purchase of trophies.

Part of the proceeds of this fly-in will be going to the National Aeronca Museum in Middletown, Ohio. The museum's goal is to have all models of Aeronca airplanes, and at least one model of each plane made at the factory since its opening 1933.



**Xen Motsinger, co-chairman of the Southeastern Aeronca Fly-In displays two restored Aeroncas which will be flying to the Camden event.**



## Aviation Calendar

### May 14

Breakfast Club  
St. George Airport

### May 20

Cessna 120/140 Assn.  
Ercoupe Owners Assn.  
Parachute Jumping  
Newberry County Airport  
Todd Clamp 276-6247

### May 28

Breakfast Club  
Twin Lakes Airport

### June 3-4

EAA Chapter 506  
Airshow - June 3  
Fly-In - June 4  
Johnston County Airport  
Smithfield, N.C.  
call (919)934-0978 day  
(919)553-3992 after 6 pm

### June 11

Breakfast Club  
Bamberg Airport

### June 12-18

Confederate Air Force  
WWII B-29 and B-24  
On Display  
Conerstone Aviation  
Greenville Downtown

### June 16-18

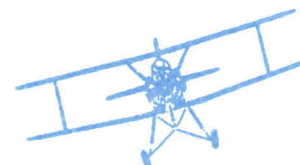
Southeast Aeronca Fly-In  
Breakfast Club  
Camden

### June 25

Breakfast Club  
Dabbs Field  
Sumter County

### July 12-16

Lawyer-Pilots Association  
The Grand Hotel  
Mackinac Island, Mich.





## Upstate Airport is Uptown and Upscale

If you see skyscrapers and mountains near the runway, chances are you are at the Greenville Downtown Airport.

Once an air carrier airport for the upstate, Greenville Downtown is situated near the business district of the city and South Carolina's most picturesque mountains.

"We're located in the center of commerce for the upstate," said Joe Frasher, the articulate manager of the airport. "The airport itself is bordered by the four busiest roads in the area, Haywood Road, I-385, Highway 291 and Laurens Road. Our location is our strongest asset, as far as I'm concerned, and it also means you can go anywhere from here in a reasonable amount of time."

Frasher is just one of many airport employees who typify Greenville Downtown's friendly professionalism.

Greenville Downtown is not a stuffy airport. All aviators are greeted with a hearty welcome, a red carpet and an eager handshake when they land at the spotless facility.

"We have two full service FBO's, Cornerstone Aviation and Greenville Air Center," said Frasher, "Greenville Downtown also has an avionics shop, several flight instructor schools, several air charter services and a large corporate clientele."

Location plays a great part in the amount of traffic the airport has with over 77,000 operations in 1988, it is one of the busiest general aviation airports in the state.

However, the downtown airport is far from being crowded out by the city or its high activity rate.

Some people contend that at Greenville Downtown there is no more room for expansion and building. "Although we're actually land-locked, the South and North

ramps look good for hangar development."

The argument of restricted development Frasher said is "valid to the point that we're not getting any more land, but we have much more room to develop in the airport itself."

"We have just begun our Eastside expansion," added Frasher describing the plight of many general aviation aircraft owners with the lack of hangar facilities.

**Joe Frasher, Greenville Downtown's manager, shows visitors around the upscale airport.**



"We have been working on this Eastside expansion project for a while. We'll have 22 new T-hangers when it's all completed. Some people have been on the waiting lists for nine or 10 years, and we think the time has come to expand."

The Greenville Air Center, a FBO which opened in March, is part of the expansion project. Hank Brown, owner of the Greenville Air Center, said he employs five people but when business gets better he will employ as many as a dozen people.

"We're in the process of putting together flight schools and charter services," said Brown, "We'll also put in a pilots lounge for the textile show, our busiest time."

Cornerstone Aviation, another FBO at Greenville Downtown, has been at the airport since 1982 and

under current management since 1986. The full service FBO is located at the North/South Ramp and services many aircraft, according to Frasher.

With 175 based aircraft at Greenville, no doubt their busiest time of year is during the American Textile Machinery Exhibit International at the Palmetto International Exhibition Center when more than 200 aircraft will arrive within walking distance of the Exhibition Center.

Above all else, the Greenville Downtown Airport contributes greatly to the economic stability of the Greenville area by providing businesses a convenient place to land their aircraft.

Businesses which utilize the airport include: John D. Hollingsworth on Wheels, the world's largest textile machine manufacturer; Hartness International, a manufacturing firm; Ryan's Family Steak House.

In addition, some businesses which base their aircraft there are: Bob Jones University, Liberty Corporation, Belk Simpson, and Bi-Lo Grocery Stores, Inc.

So, no matter if business or pleasure brings you to Greenville, why not fly into Greenville Downtown. It's the airport closest to the city, to the mountains and to exciting happenings. Greenville Downtown is upscale and uptown.



# The Civil Air Patrol

## SC Wing Assists with National Balloon Races



Maj. Diane Eastmen (l), Senior Member Mary Keller and 1st Lt. Keith Keller (r) display pamphlets at the information booth during the National Balloon Racing Championship.

The Spartanburg Composite Squadron is not all talk and no action. Members recently assisted with the National Balloon Races held in their city in April.

Squadron members, 1st Lt. Keith Keller, Maj. Diane Eastment and Senior Member Mary Keller, participated in the event by manning the information booth in the main exhibit tent.

Other CAP members assisted with various jobs at the ballooning event, such as crowd control, garbage detail and flight line duty.

Representatives from S.C. Wing Headquarters, Group I Headquarters and the Anderson Composite Squadron joined Spartanburg squadron members in the endeavor.

As always, the CAP was there in case someone needed a helping hand in an emergency.

## Walls Divides Time Between Engineering and CAP

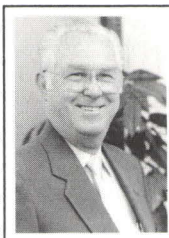
The recently appointed vice commander of the S.C. Wing does double duty between the South Carolina Aeronautics Commission and the CAP.

William A. Walls takes both jobs seriously, "I really enjoy my work with the Civil Air Patrol and the engineering work I do at the Aeronautics Commission. They contrast well and I'm always on the go."

Walls has had a long and varied tenure with the CAP beginning in 1980 as a Squadron Commander in Lake City, S.C. In the years following Walls was assigned to Wing HQ as supply officer, and later Director of Logistics.

He has also held duties of state equipment officer, finance board, and promotion board, most of which were connected to being S.C. Wing Chief of Staff.

In his capacity as a state airport engineer, Walls is presently involved with construction on South Carolina airport and heliport system plan and



Walls

monitors construction activities at the such as underground storage tanks and site improvements.

## New Squadron Commander Named for Anderson Composite

Lt. Col. Richard A. Reed of Liberty, S.C. has been named commander of the Anderson Composite Squadron.

A native of Richmond, Va., the new commander is employed as an aircraft inspector by Anderson Aviation.

Reed began working with the CAP in 1975. Since that time he has served in various capacities, such

as, maintenance officer, operations officers and public affairs officer. He has completed four of the five levels for CAP officers. He is a veteran of the U.S. Air Force.

In addition, Reed is a speaker for Gideons International, a deacon and Brotherhood director for Calumet Baptist Church.

He and his wife, Janie, have three grown children.

## CAP Calendar

May 13 - Work Day  
May 20-21 - Senior Squadron Leadership  
May 27 - Custom Training  
June 4 - Commander Call  
June 10-11 - C.L.C.  
June 17 - Wing Workday  
June 24 - Observer Training



# Safety Seminars & Insurance Rates

Continued from Page 1

your future insurance premiums.

What message does an underwriter get when an FBO voluntarily spends the time and money to properly train its line personnel. He knows he is dealing with an FBO management sincerely concerned with being a safe, profitable operation. Will that influence him to give a lower rate? You bet! It's common sense. Put yourself in his shoes.

In the insurance industry, attendance by an FBO of a safety seminar is considered a loss control technique. (i.e. A device that lowers the frequency and severity of

losses.) If all FBOs would attend these seminars on a regular basis and provide good initial training to their line personnel, in my opinion, losses would decrease in frequency and severity industry-wide, which would result in lower overall insurance premium rates for FBOs.

If you attended the recent Aviation Safety Seminar referenced in this article or any other safety seminar during your last policy year, make your insurance broker aware of it. While your insurance company will not give you a credit mid-term on your policy for attending a

seminar, your broker can definitely use the information to his advantage when negotiating your renewal premium with the underwriter.

**Stuart C. Hope, Jr. is an aviation insurance broker with The Stuart Hope Agency Inc., a firm specializing in the placement of aviation insurance since 1964.**

# 1989 Airports Conference Is Planned

Continued from Page 1

its lovely white beaches and fabulous shopping, but for its magnificent golf courses as well.

It may interest you to know that we have also invited Secretary of Transportation Samuel Skinner and FAA's Southern Region Administrator Garland P. "Cas" Castleberry to attend the conference in an effort to open meaningful, informal dialogue on transportation problems, concerns and viable solutions. This is an opportunity you won't want to miss!

Many people have said in the past that they don't have money to attend the S.C. Airports Conference. But that can't be an excuse this year.

**Make plans in your budget now so you can attend. We have missed seeing airport representatives from every county and hope that we will have better attendance this year, especially from the smaller airports.**

The Radisson Resort's all-suite room rates are \$55 for a two-room suite, single or double occupancy. All suites have fully equipped kitchens so make plans to bring your family.

Remember November is a great

time to do your early holiday shopping at the outlets around Myrtle Beach.

Now, if all that doesn't per-

suade you to attend our 1989 S.C. Airports Conference, the good food, the fine company and the great outdoor activities surely will.

## National Balloon Championship Held at Spartanburg Downtown

by Sean Keefer

The first weekend in April brought more than airplanes and helicopters to the Downtown Spartanburg Memorial Airport. The airport was the site of the National Balloon Racing Championship.

More than 35 balloonists from across the U.S. and Canada descended upon Spartanburg to compete in the final event of the balloon season, April 5-9.

The competitors were invited to compete based on a point system. The balloonists compete throughout the year and accumulate points based on their performance. The leaders were invited to compete at season's end for the title of NBRA National Champion.

The events in the competition were centered more around accu-

racy than speed, said Mary Anne Allen of the NBRA. Pilots have a weighted marker they carry in the balloon with them, fly over a 200-foot circle and drop the marker into the circle. The closest to the center wins.

This year's title was won by Bill Bussey of Long View, Texas.

Spartanburg was picked as the site of this year's event since Spartanburg was a central location. Also, "since the NBRA offices are in Statesville, N.C., Spartanburg is close for us," Allen said.

The event was successful even though the weather was bad the first day. Several of the events had to be cancelled because of adverse conditions. However, Allen and the NBRA considered the event a success and plan to return next year for another event.



## FYI From the FAA

# FAA Answers Stubborn Questions

*Questions range from TCA's to AIP Discretionary Funds*

During the 1988 S.C. Airports Conference the FAA held a listening session designed to give complete answers to nagging questions concerning today's aviators.

Here are some of the questions asked during the conference with their complete answers from Sam Austin, Manager of FAA's Atlanta Airports District Office.

**Q. What type priorities do development projects receive which are required by FAR 139 (airport certification)?**

**A.** Airport development which is required by FAR 139 (also by FAR 107, Airport Security) receives a priority rating of 1, the highest that can be given.

**Q. How does an airport sponsor go about getting AIP capacity discretionary funds?**

**A.** The airport sponsor submits a pre-application to the FAA asking for airport development funds. If the funds are available, the FAA then decides how the project is to be financed. If the item is a capacity item, discretionary funds may or may not be used. This is an internal FAA decision, however.

**Q. The magazine Private Pilot recently ran an article on pilot encroachment into ARSA's and intimated that FAA was in the mood to violate guilty parties. What is FAA's position on this?**

**A.** The rules say that unauthorized operation of aircraft into ARSA's constitutes a violation of Section 91.88 of the Federal Aviation Regulations. Sanctions for such intrusions warrant a certificate of suspension of at least 30

days. Although blatant violations may indeed draw a suspension, the FAA's main thrust is on pilot education through Operation Raincheck and pilot/controller forums. Each new ARSA requires a Letter to Airmen and at least one user education meeting to publicize the available services and explain the airspace configuration.

**Q. If a VFR pilot is talking to approach control and he is vectored into a TCA, does that clear him into the TCA, or does he stand a chance of being violated?**

**A.** First of all, a pilot should make certain that he is operating within provisions of FAR 91.90 which deals with Group I, II, and III TCA's. Compliance with the FAR will preclude enforcement actions. Concerning vectoring by approach control, a vector into a TCA is a clearance to enter that TCA. Controllers, are however, instructed to issue specific clearances, e.g., "Cleared to enter the TCA," "Climb into/through TCA," "Enter TCA at ..." If there is any doubt as to the controller's instructions, the pilot should always ask for clarification.

**Q. Why does the FAA do so much rule-making on an emergency basis? What is the normal amount of time allowed for response to an NPRM?**

**A.** A check with FAA's Washington headquarters on the first part of the questions brought a very defensive answer — we don't think we issue too many rules on an emergency basis. As to the second part of the question, 60 days is normally allowed for response to an

NPRM.

**Q. Why is a Part 139 airport manager held responsible for runway incursions which are caused by people over whom he has no control?**

**A.** FAA's current incursion enforcement policy is "If the airport has established reasonable procedures and had carried out adequate measures in effect to enforce those procedures, then the certificate holder would not normally be in violation of the regulation." FAR 139.329 will soon be changed to reflect this policy.

**Q. Do you think TCA ceiling will remain at 12,500 feet MSL, or will they drop to 8,000 feet?**

**A.** Presently TCA's vary in size and shape by location. Studies are done for each location to determine the most efficient utilization of the airspace. TCA users' input through airspace committees is very seriously considered when designing ARSA's and TCA's. In October 1986, a TCA task group was formed to study all aspects of TCA's in our system. The 12,500-foot ceiling came from this study. The new mode "C" requirements, which become effective in July 1989, relieve the need for a TCA ceiling above 10,000 feet. While we do have some TCA's with ceilings of 12,500 feet, we are currently considering several TCA's with lower ceilings.

*Keep reading. We'll have more from FAA's Sam Austin and the remainder of the Listening Session next month!*





## SOUTH CAROLINA AERONAUTICS COMMISSION

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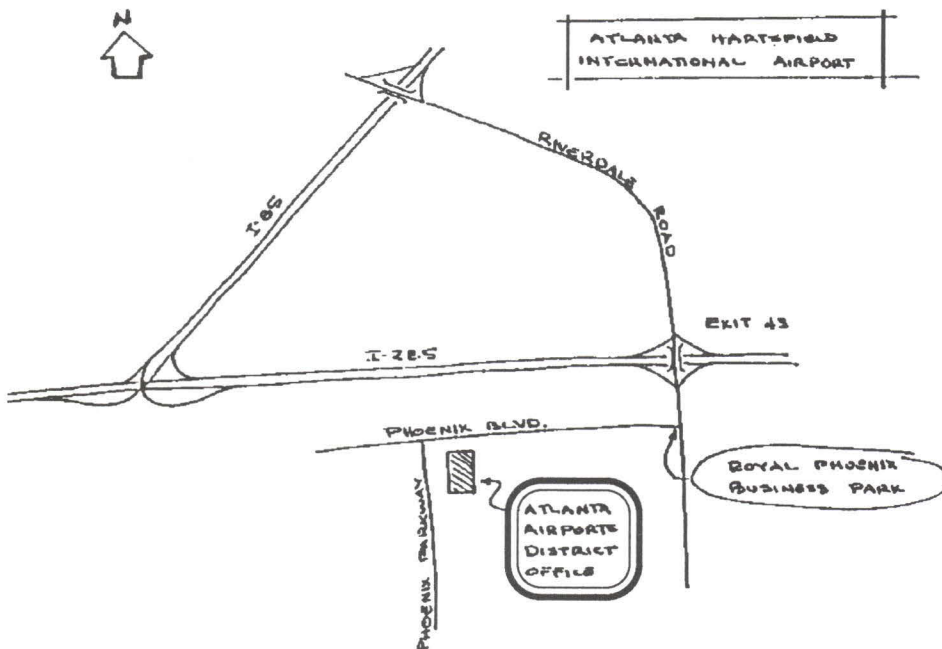
This Month...

### Inside Palmetto Aviation

- Greenville Downtown is Uptown
- Southeastern Aeronca's to Fly-in to Camden
- Safety Seminars Reduce Insurance Rates

... and much, much more!

## FAA's Atlanta ADO Moves To New Location



The FAA's Atlanta District Office has moved into quarters. Their new address is--

**DOT/FAA**

**Atlanta Airports Dist. Office  
Suite 101**

**1680 Phoenix Parkway  
Atlanta, GA 30349**

Their new phone numbers are:

**Office of the Manager:**

**(404) 944-5312; FTS 257-5312.**

**Safety & Program**

**Development:**

**(404) 994-5306; FTS 257-5306.**

**Engineering & Construction:**

**(404) 994-5309; FTS 257-5309.**

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